

**Contract 07-394B-AC
Network Hardware
Questions & Answers**

1. **Question:** Is a copy of the electronic catalog in excel format a requirement of the bid?
Answer: Not at this time. The State only wants to know whether you have one and can provide it going forward as an awarded vendor.
2. **Question:** What format do you want this catalog in and which items do you want?
Answer: It will need to be in Excel format.
3. **Question:** If we substitute an item should we list it on the exceptions page?
Answer: Yes
4. **Question:** If we do not have a substitute can we no bid that line item?
Answer: Yes. However, vendors must be advised that no bidding item(s) may result in the evaluation committee deducting points.
5. **Question:** Because the hardware listing is vague how are you basing your pricing criteria?
Answer: Please refer to addendum 4 to the RFP.
6. **Question:** Are you basing it just on discount received?
Answer: Please refer to revised Appendix A, Tab 1 for the format vendors are required to submit their pricing.
7. **Question:** How do we show our pricing if there are multiple line items and we are not permitted to change the specifications of the RFP?
Answer: Please refer to revised Appendix A, Tab 1.
8. **Question:** Are the specifications for the server configurations two different things?
Answer: The specifications for the server are for one unit. Please refer to Addendum 4 to the RFP.
9. **Question:** How do you want the enterprise server sheet?
Answer: Refer to Addendum 4 to the RFP.
10. **Question:** Should we include a growth path for the 64?
Answer: Yes

11. **Question:** Has anyone checked the limitations of the WSCA contract?
Answer: Yes. The scope of the WSCA Contract is primarily for PC's, desktops, printers and low end servers. State agencies are limited to \$100K per line or sku number.
12. **Question:** Can we have a list of all the attendees for both pre-bids?
Answer: Yes. This list will be posted on the Government Support Services website with Addendum 4 no later than March 20, 2007.
13. **Question:** If I am an authorized reseller representing a manufacturer do, I need to list said manufacturer as a sub-contractor.
Answer: NO. If you are submitting the proposal and sign the non- collusion statement, you are the awarded vendor and are responsible the all terms and conditions of the contract. In this case, the manufacturer is not the sub-contractor.
14. **Question:** Is there any maintenance to be bid?
Answer: No
15. **Question:** What is your minimum standard for warranty?
Answer: The State is not specifying any minimum standard for warranty. Vendors are asked to provide what they will offer as a warranty as part of their proposals. The warranty duration may be used as part of the evaluation.
16. **Question:** Are there any provisions that are subject to price change regarding new technology?
Answer: Discounts offered will remain the same for the initial two-year contract term. The State will negotiate any price increases with the awarded vendor(s) at the end of that two-year term based on the Greater Philadelphia Consumer Price Index.
17. **Question:** Are there any provisions for renegotiations during the life of
Answer: Please refer to the State's response to question 16 above.
18. **Question:** Do we get a hold on the list prices?
Answer: Please refer to the State's response to question 16 above.
19. **Question:** Is this a single vendor Contract?
Answer: The State anticipates a multiple vendor award.
20. **Question:** Will the contract be multiple awarded?
Answer: See State's response to question 19 above.
21. **Question:** Does DTI have a preference for manufacturer?
Answer: No. vendors can bid other brands that are approved equal.

22. **Question:** What Brands do you use presently?

Answer: The State uses many different brands

23. **Question:** Why don't you buy off hardware contract that you already have?

Answer: The hardware needed must be specific to the State's OS system.

24. **Question:** RE: Credit Card

- if we process card – prompt payment
- Credit card transaction
- 30 days for State
- date of receipt of Invoice
- date of shipment

Need clarity – “Date of Correct Invoice”?

Answer: State accounting and finance regulations require payment of the invoice within 30 days. However, if there is a mistake on the invoice regarding an incorrect price or quantity billed for or received, the invoice will be paid within 30 days of a receipt of the revised one.

25. **Question:** If a product overlaps with the NASPO/WSCA Contract, would the State be willing to take the product off the bid (i.e. Dell, HP, IBM server and Cisco Switch)?

Answer: No. The purpose of this contract is to provide network hardware requirements for state agencies. The main purpose of the NASPO/WSCA is to provide PC Hardware and Peripherals. The State realizes there could be overlap in some cases between these contracts.

26. **Question:** Would the State be willing to accept the NASPO/WSCA terms and conditions on the bid response?

Answer: No. The State requires different terms and conditions in some cases. Example: This contract will require monthly usage reports from the awarded vendor where the terms and conditions for usage under NASPO/WSCA are quarterly.

27. **Question:** Is the tracking of support calls and making sure agencies receive support and procedures for providing a listing of open calls, their status and closed calls pertain to this RFP?

Answer: Yes. Any materials purchased during the term of this contract will include a warranty. State agencies will require maintenance support for these materials. The State wants to know how you plan to provide this support.

28. **Question:** Please elaborate on the connection between Pages 26-27 and the pricing
On page 31, Appendix A, Tab 1. Is page 31 the only page we have to submit the pricing for?

Answer: Please refer to Addendum 4 to the RFP listed on the Government Support Services website at www.state.de.us/dss

29. **Question:** The IBM HS20 Blade (8832G1X) referenced in Appendix A is End of Life and has been replaced by newer models of Intel based Blades. We would like to propose a follow-on model to the HS20. Is this acceptable?

Answer: Yes. The State will accept any suitable comparable substitute as an exception to the specifications.

30. **Question:** Does the State have a preference in terms of processor type for the blade hardware proposal?

Answer: No. Please refer to the State's reply to question # 20 above.

31. **Question:** Given that IBM Blades will be included in the RFP response, the BladeCenter chassis must also be included. The IBM BladeCenter chassis is capable of providing integrated Ethernet and SAN connectivity through its switch bays. Does the State have specific networking and I/O requirements relative to a potential Blade application? Specifically, here are the questions that we have relative to BladeCenter networking and I/O requirements:

- **Q:** Is there an Ethernet switch vendor of choice (Cisco or Nortel)?

A: Cisco

- **Q:** Is there a SAN switch vendor of choice (Qlogic, McData, Brocade, Cisco)?

A: Cisco is our preference however we have Brocade switches that support our current bladeCenter.

- **Q:** How many NIC ports are required per Blade?

A: 2 is the minimum number of NICs but our preference would be for at least 3.

- How much memory and internal disk is required per Blade server?

A: 8GB of memory and 40 Gigs of mirrored disk space

- Is the State interested in a proposal for Intel Quad core processor based Blades?

A: This can be quoted in addition to the minimum dual processor configuration.

- Is the State interested in a proposal for 4-processor AMD Based Blades?

A: No.

- Is the State interested in a proposal for Blades based on Power5 technology in support of AIX applications?

A: No.

32. **Question:** With regard to the Enterprise Class server requirements in Appendix A

What are the main applications that the State would for see running on this type of hardware platform (Certified compatibility with State chosen applications)? Is capacity on demand per use (for example, it is enabled for a short time each month and then turned off) or per activation (for example, a system is utilization will expand over time, and capacity is added as needed). The specifications range from 1-64 CPU's and 8-512GB memory. What would a representative server configuration look like in terms of processors and memory (for example, 16 processors and 64GB memory)?

Answer: Rather than supply a list of current vendor applications that are in use and given that this contract will be in place for a number of years the State is looking for vendors to provide a list of Enterprise Class Applications that they have certified to run on the proposed platform. At a minimum the State would want to know if the Enterprise Server is certified by Oracle/PeopleSoft.

The State is looking for both options for capacity on demand and would want to know proposed pricing for and time frames for short term along with pricing for permanent activation.

The State if looking for vendors to provide pricing on the minimum current shipping or orderable configuration in terms of memory and processor for the proposed Enterprise Server.

33. **Question:** Would the State be willing to share with the vendor the State's current enterprise server configurations as they relate to each major software application?

Answer: Rather than supply a list of current vendor applications that are in use and given that this contract will be in place for a number of years the State is looking for vendors to provide a list of Enterprise Class Applications that they have certified to run on the proposed platform.

34. **Question:** With regard to the specification of Windows Enterprise O/S, does the State include Windows Datacenter as a possible choice for large SMP applications?

Answer: Yes.

35. We understand that the State sometimes works with local firms to support the IT needs. Although, we is directly responding to your RFP, would you still like the opportunity to work with our authorized agent to purchase the server and storage components requested herein?

Answer: You as an awarded vendor may designate any local firm to support the State's IT needs. However, all information regarding any such support must be provided in your proposal and the State will have the right to either accept or reject any and all local support. Please also be aware that the use of local support does not relieve the awarded vendor from responsibility and liability regarding the terms of the contract.